

Message Text

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INFO OCT-01 EUR-25 ADP-00 EB-11 RSC-01 /038 R

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

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E.O. 11652/NA

TAGS: BGEN, UR

SUBJECT: BUSINESS FACILITATION IN MOSCOW

IN PREPARATION FOR THE MEETING OF THE JOINT COMMERCIAL COMMISSION IN OCTOBER, WE WOULD LIKE TO HAVE INFORMATION REGARDING ANY BUSINESS FACILITATION PROBLEMS WHICH U.S. FIRMS ARE HAVING IN THE SOVIET UNION. WE ARE PARTICULARLY INTERESTED IN KNOWING WHETHER U.S. FIRMS FEEL THAT SOVIETS ARE LIVING UP TO AGREEMENTS ON BUSINESS FACILITIES CONTAINED IN OCTOBER 1972 ACCORD. EMBASSY THEREFORE REQUESTED TO CONTACT ALL U.S. COMPANIES WHICH HAVE OPENED MOSCOW OFFICES AND ASCERTAIN THEIR VIEWS ON THIS MATTER. WE ARE ESPECIALLY INTERESTED IN THE FOLLOWING QUESTIONS:

(1) HAVE YOU BEEN DEALING EXCLUSIVELY WITH THE FOREIGN TRADING ORGANIZATIONS OR HAVE YOU BEEN ABLE TO REACH END USERS? WITH WHAT DIFFICULTY?

(2) IF YOUR OFFICE IS ALREADY SET UP, HOW ARE

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FACILITIES? CONDITION OF THE PREMISES? ENOUGH SPACE?

RENTS? SECRETARIAL HELP? BUSINESS MACHINES? COMMUNICATIONS FACILITIES? HOW DO YOUR FACILITIES COMPARE WITH THOSE OF FOREIGN COMPETITORS?

(3) IF YOU HAVE PERSONNEL LIVING IN MOSCOW, WHAT ARE THE CONDITIONS OF THEIR PERSONAL HOUSING? HOW DIFFICULT HAS IT BEEN TO OBTAIN AN APARTMENT? RENTS? ANY PROBLEMS IMPORTING APPLIANCES, AUTOS, ETC? HOW DO APARTMENTS FOR U.S. NATIONALS COMPARE WITH THOSE PROVIDED FOR NATIONALS OF OTHER COUNTRIES?

(4) HAVE VISAS POSED A PROBLEM? HAVE YOU BEEN ABLE TO OBTAIN MULTIPLE-ENTRY VISAS? HOW HAS LACK OF SUCH VISAS FOR OTHER THAN THE TOP MAN HAMPERED OPERATIONS?

(5) ARE ANY CONTRACT PROVISIONS, NEGOTIATING PROCEDURES OR BUSINESS PRACTICES PROVING PARTICULARLY ONEROUS?

(6) ARE THERE ANY OTHER PROBLEMS WHICH YOU FEEL IT WOULD BE USEFUL TO RAISE ON A GOVERNMENT-TO-GOVERNMENT LEVEL?

EMBASSY SHOULD INQUIRE WHETHER NAME CAN BE USED OR WHETHER COMPLAINTS SHOULD BE PRESENTED AS GENERAL ONES. IS EMBASSY AWARE OF ANY FOOT DRAGGING BY SOVIETS IN PROCESSING REQUESTS FOR ACCREDITATION OR ANY OTHER OBSTACLES PLACED IN WAY OF COMPANIES DESIRING MOSCOW OFFICES?

EMBASSY'S VIEWS ON BUSINESS FACILITATION PROBLEMS BEING EXPERIENCED BY OTHER U.S. FIRMS WOULD ALSO BE APPRECIATED. ROGERS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 AUG 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE163993
Document Source: CORE
Document Unique ID: 00
Drafter: MCHAPMAN/BEWT
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730830/aaaaavwf.tel
Line Count: 94
Locator: TEXT ON-LINE
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 26 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26-Sep-2001 by elyme>; APPROVED <28 FEB 2002 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS FACILITATION IN MOSCOW IN PREPARATION FOR THE MEETING OF THE JOINT COMMERCIAL
TAGS: BGEN, UR
To: MOSCOW
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005